

making instinct of woman without complaint.

"Demonstrate," I said.

"Oh, everybody knows about Long Island, for instance," Arabella settled herself comfortably, the maps in her lap. Part of Long Island is almost like a town, part of it is almost like a country, part of it is the real thing—real country, I mean. Then take Westchester. You can live in a regular city like Mount Vernon or New Rochelle, or in a purely residential place like Pelham Manor or Larchmont, or you can penetrate further up to White Plains. If you want to go up to the Hudson you can go to Croton. If you want to try New Jersey, there's Montclair, and Elizabeth, and Plainfield, and then, of course, more rural places—and possible places.

"Setting Arabella Right."

"But this is nothing but glittering generalities, Arabella! It's just saying all that is divided into three parts. Admit, my dear, that you really know nothing of these places. They're undiscovered territory."

Arabella looked thoughtful. I followed up my advantage.

"Although we have inherited the earth, Arabella, we have a ridiculously prejudiced attitude toward it. If you were an honest woman you'd have to admit that all you know about Croton is that Aunt Sarah's cousin Jane died there. And all you know about New Rochelle is that it was the home of the great French painter, and that it was the scene of a great week end party exactly like the one you went to once. Every virtue and vice of every locality is wrung up in some tiny impression you got somewhere. All women's instincts for places are just that and nothing more. Admit it, Arabella!"

"It's true."

"I propose that we just casually take an unprejudiced inventory of, say, Westchester county. It's a beautiful place. We can just level the sky and see what it is. And then New Jersey, and then, say, Croton and then Long Island."

"When can you go on the first voyage of exploration?" Arabella was quite at the prospect of a day's freedom from town.

"How's Toby?"

"Better."

"Saturday then—for Westchester."

**Declaration of Independence.**

I got up to go about my business that day. Some of the maps and things fell on the floor. I felt a little the way one does when one braves the tailor and insists upon selecting the material for one's own suit one's self. I ignored them. I was not going to consume any predigested ideas on country life. I am an independent American citizen.

"You were wrong about one thing, anyway," said Arabella as she kissed me.

"What was that?"

"It wasn't Aunt Sarah's cousin Jane who died at Croton. She was born there. The rush of farwell demonstrations from Robert and Arabella the younger prevented me from reflecting on this."

But in the bus, as I looked over my fellow passengers, I wondered how many had been guided to their present abodes by the death or birth or marriage of Aunt Sarah's cousin Jane.

Every one has always said that I have an original way of planning my life. I proposed to do just that.

There is a certain place from which I can look back and see our windows from the bus.

I looked.

There was Arabella, as always, with Robert and Arabella the younger. They waved.

It was a regulation ceremony with us. My responsibility for the concerted originality of my family's actions came home to me.

I can remember the day when I

# NOW IS THE TIME TO BUILD, SAY EXPERTS

## Increased Rentals Guarantee Ample Returns on Investment—Labor Situation Clearing

"The uncertainty which has prevailed in the building field has now cleared up," declares S. I. Schwartz of Schwartz & Cross, in a discussion of the building situation. "All that is now needed to start a great building boom." Mr. Schwartz contended that the labor situation is clearing, and that the building situation is improving. He pointed out that the labor situation is clearing, and that the building situation is improving. He pointed out that the labor situation is clearing, and that the building situation is improving.

Mr. Schwartz is not alone in his opinion that the building situation is improving. Other builders and architects agree that the situation looks brighter than it has for some time past. They point out that in the near future materials that were out of the market will be procurable and that the public's education in the matter of building will be brought about by the various loan drives, which will make it easier for building projects to be financed by bond issues.

Throughout the country there are signs that building is becoming more active. The recent agreement reached by the representatives of the Building Trades Association and the union in regard to the New York building trades dispute was arrived at after a conference in Washington called by the Secretary of War and Labor, and held in the War Department. This agreement resulted in 25,000 men being ordered back to work in New York and the calling off of all sympathetic strikes. It was agreed that the men should allow their grievances to be settled by a conference of employers and employees. Points which cannot be settled by this method are to be left to the decision of Judge H. H. Dugro of the Supreme Court of New York, who will act as umpire.

**Substantial Gain Reported.**

The United States Department of Labor announced on Friday that complete reports for the month of February showed that contracts for private building construction in that section of the country north of Ohio and east of the Mississippi River showed an increase of \$70,000,000 over those awarded in January. The Department's announcement added that the amount of contracts awarded by the Government is now negligible.

Ten thousand members of the National Association of Real Estate Boards have pledged their cooperation in the own your own home branch of the building campaign now being carried on by the United States Department of Labor.

In Detroit apartment house building a serious effort before attempted has been forecast by C. G. Armstrong, manager for the Detroit Builders Association.

Conditions in the building trades throughout the United States are analyzed editorially in the current issue of the *Building Age* as follows:

"Beyond question the building situation is improving. There is still considerable unemployment, but in the building departments of the various cities throughout the country look expectantly forward to constantly improving conditions."

"Country and suburban towns will probably feel the stimulus sooner and to a greater extent than will the big cities. This is due to the fact that the housing shortage is acute in all sections of the country, perhaps the greatest shortage being in the big cities. Naturally building will resume first in the direction where exists the greatest shortage, and that is dwelling."

"Conditions indicate gradually increasing activity. Strikes and other causes which hinder building will very soon be settled and the country can look forward to the greatest period of building activity that has ever been known."

(To Be Continued.)

# DOUGLAS ESKELL TO SAIL FOR ENGLAND

## May Establish Branch Office in London for J. P. Day Organization.

Douglas Eskell, head of the private sales department of the Joseph P. Day organization since 1908, is shortly to return to England. He will sail on the S. S. Carmania and will be accompanied by Mrs. Eskell and their two young daughters.

Eskell coming to this country, Mr. Eskell had wide experience in British and continental real estate. His career as a broker and agent began in 1888, when he secured his apprenticeship with J. T. Bradford & Co., of London. Later

frontage of 150 feet on Greenwich Cove, and is opposite the entrance to the residence of J. Kennedy Tod. There are three dwellings on Cove road, and one on Middle road, all of which overlook Long Island Sound at one of its most attractive points.

Greenwich Cove is a popular and safe harbor for boats, and the beach and vicinity there are many valuable residences and beautiful estates, especially along the shore front and overlooking the Sound.

**SEVEN APARTMENTS SOLD.**

Frederick Brown Parts With Some Bronx Property.

Frederick Brown sold to a client of Lettner, Brenner & Starr 1762 and 1764 Weeks avenue, one block from Woodrow Wilson Parkway, four five-story apartments on plot 20935, housing eighty families paying rentals of about \$24,000.

The Lanken Real Estate Company purchased from Frederick Brown 2420 to 2444 Valentine avenue, two five-story apartments, plot 102100, housing forty families at rentals of about \$18,000. M. I. Stronach, president of the company, purchased from Frederick Brown 768 East 161st street, near Forest avenue, a three-story flat with stores, plot 100.

# President of Export Company Buys Estate on New Jersey Mountain Top

## Estate on New Jersey Mountain Top

Westover, the handsome estate on the mountain top at Montclair, owned by the estate of the late Arthur T. Stillson, was sold by F. M. Crawley & Bros. last week to S. C. Munoz, president of the Federal Export Company of New York.

The residence, which occupies one of the most conspicuous sites on the hillside, is of colonial architecture with tile roof. It contains fifteen rooms and five bathrooms as well as a handsome solarium and is surrounded by a plot of several acres laid out in lawns and gardens. The house commands a view of New York city to the east and a view to the westward which embraces the Hamapo Highlands. The property was valued at \$75,000. Mr. Munoz will take immediate possession.

which would be vacated in the event of prohibition is 9,000 in New York city alone.

A conservative estimate of the direct investment in property having license privileges for the manufacture and sale of liquor places it at \$725,000,000, according to the same authority. In speaking of the consequent losses in realty and rental values Mr. Hirst said:

"These losses can only be conjectured, but one may see at a glance that they would be tremendous. Not only the property directly affected would suffer in loss of rent, but also competing properties because of loss of tenants. This would inevitably have a reaction on the value of mortgages. Altogether real estate in New York would get and that, which it could not recover for many years, if ever, and the city would suffer great impairment if not absolute loss of its borrowing capacity. The other cities of the State would be similarly affected in proportion to their real estate and business interests."

Irving Bachrach of 74 East Ninety-second street, recently appointed chairman of a committee of the Real Estate Owners and Protective League to go to Albany to point out the harmful effect a home dry law will have on property owners, said yesterday that the real estate men would continue to use all of their influence to defeat prohibition, and that his committee had not yet given up working against prohibition measures.

"Few people realize," said Mr. Bachrach, "the tremendous losses prohibition will inflict on real estate owners. It is true that some of the places vacated by tenants who were engaged in the liquor business will find new occupants, but the rents will be lower from 20 to 50 per cent."

"If the rents are lowered, and they will have to be, if new tenants are to be found, the owners will derive less revenue from their holdings, thereby causing great financial loss to the city and State in assessments. Mortgages will be affected, and I would not be surprised to see receivers appointed



**REALTY MEN STILL FIGHTING DRY LAW**

Say It Will Add \$24,502,702 to City's Tax and Leave 9,000 Stores Tenantless.

Already New York real estate is beginning to feel the effect of coming prohibition. In establishments where in former days kind faced young men in white jackets used to mix New Orleans flavors, Bronx cocktails, Scotch highballs and other beverages which cheered the heart and led to song and political discussions, other kind faced young men, also in white jackets, are now mixing strawberry temptations, banana splits and sundry concoctions which may please the eye and palate but do not tend to stimulate conversation.

Other places which used to dispense wet goods are now dispensing dry goods, and many former cafes have been transformed over night into places where the fluid universally endorsed by infants is retailed.

But the picture has a much sadder side for real estate men: hundreds of buildings which had swarming doors on the ground floor and which brought in a satisfactory return for the owners, now have doors which not only do not swing, but which are tightly locked. The only tenants of these buildings are mice, and dust has settled over the polished mahogany and the gilded mirrors.

William H. Hirst, attorney for the New York State Brewers Association, is authority for the statement that the minimum number of stores and buildings

TO SELL COMSTOCK HOME.

Day Will Auction Estate of Vice-Crusader March 20.

The Summit Trust Company, administrator of the estate of the late Anthony Comstock, former head of the Society for the Suppression of Vice, has authorized Joseph P. Day to sell at auction on Thursday, March 20, in the sales room, 11 West 42nd street, the Comstock residence at 55 Beekman street, Summit, N. J., a three-story house containing fourteen rooms and two baths, size 22x161.

The same trust company has also authorized Mr. Day to sell at auction 63 Beekwood road, Summit, N. J., a three-story frame residence containing eleven rooms and three baths, size 13x11x11, to close the estate of George Hill.

**INWOOD HOUSE IN TWO DEALS.**

Joseph Oatman has sold two more properties for Inwood House, Inc. They comprise the four-story and basement brick building at 136 West Forty-eighth street, 15x60x100.5, to a purchaser who will occupy, and the four-story and basement dwelling, 147 West Forty-first street, 15x65x102.2, to a purchaser who will occupy.

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Rental \$19,440

Two 70 ft. five story modern, non-elevator buildings, each containing 18 apartments of four and five rooms.

Location

1 1/2 blocks from Dual Subway Station, 20 minutes from Midtown Manhattan.

For Sale, together or separately, at \$80,000 each.

Terms Arranged

No Exchanges Considered.

Full Commission to Brokers.

Details at interview by appointment.

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50 East 42d St., N. Y.

Telephone Murray Hill 7057

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**REAL ESTATE.**

**BROKER**

wanted by firm having records of every property; analyze lists; most complete information; push required. Address CONFIDENTIAL, box 25 Sun Office.

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**22-26 West 32d St.**

**STORE AND BASEMENT**

Modern Building; all improvements; SIZE 75x100.

Might divide to suit tenant. Immediate possession. Suitable for wholesale or retail sale.

Apply on premises, or

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1 West 34th St., Phone Greeley 303.

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**EVERYWHERE.**

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**FARMS FOR SALE.**

A \$500 PAYMENT secures small village farm, 60 acres, 100 ft. wide, in full course of construction, village water, electricity, short walk to station. Address COUNTRY HOME LEAGUE, 46 West 21st street, 1919-Madison Square.

**FURNISHED APARTMENTS TO LET.**

FROM April 15 to November 15, seven large, handsomely furnished, unusually light rooms in 12th street near Broadway; furniture includes bed and table linen and table silver; \$115 a month. Address 45 M. St., Sun Office, or telephone Bellerose 5272.

**SUMMER COTTAGES TO LET.**

COTTAGES near London, England. Beautifully furnished, description, CRITCHELLEN, Crescent Beach, Conn.

**Investment Properties**

A home can now be purchased at a price that makes it a real investment.

**Houses**

**ON GATES AVE.**

Three-story brick, 9 rooms and bath, for \$5,000.

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Three-story brownstone, 11 rooms and bath, for \$7,250.

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MANHATTAN BEACH BUNGALOWS TO RENT—IMMEDIATE.

Fireproof Bungalows built on 25x100 ft. lot, sewer, water, gas and electricity; all city improvements in; five rooms and bath; kitchen, gas stove, bath tub, wash tub and sink all furnished; rent for season, completely furnished, \$500.

Apply at Joseph P. Day, 31 Nassau St., Telephone 1000 Recktor.

**NEW HAMPSHIRE.**

**TO LET FOR SUMMER.**

**WINNISQUAM, N. H.**

On 15-mile lake, 3 miles from Laconia; 7-room modern house, completely furnished, hot and cold water, bath, fireplace, screened porch, piano, victrola, garage; garden; boat; 100 miles from Boston; rent \$25 a week. DR. A. E. HARRIS, 11 Chestnut St., East Lynn, Mass.

**MAINE.**

**BLUEHILL BAY, ME. FOR RENT—June 1.**

rooms, 2 baths, studio, Adams McCrigh, 14 Bowdoin Ave., Dorchester, Mass.

**CONNECTICUT.**

**FOR RENT at Norfolk, Connecticut.**

fully furnished four hundred feet and garage; elevation formation white owner. Address P. O. Box 45, Norfolk, Conn.

**LONG ISLAND.**

**NINE FURNISHED rooms for rent during summer.**

\$150 per month, at Pleasant, 24 E. 1st St., N. Y. C. CUTLER, Pleasant.

**A REAL OLD FASHIONED HOME FOR SALE**

At the junction of the Neversink and Delaware Rivers, and intersection of the states of N. Y., N. J. and Pa., overlooking the Shawangunk and Blue Ridge Mountains, in Port Jervis, Orange County, N. Y., 2 1/2 hours by Erie R. R. from N. Y. City, 3 by auto from Fort Lee.

Home and grounds of former Congressman and bank president, about six acres of beautiful land, with a large, well kept, modern house, with all the latest improvements, including a swimming pool, tennis court, and a large garden with a variety of fruit trees, flowers, and shrubs.

12 room house, bath, heat, water, etc. Has been in the family upwards of a hundred years. A beautiful quiet and healthy country home, apart by itself, but within the city, within a minutes walk of schools and churches, 5 of shopping district, and a fine place for a girl's school, sanitarium or private home, where quiet and solitude is wanted.

Now occupied by the family, but immediate possession can be given; personal inspection any time; held by estate at \$25,000, part cash, balance on future payment.

HON. ALFRED MARVIN, Executor, Port Jervis, N. Y.

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26 minutes from Penn Station, 28th Street, New York City. 100 ft. wide lots, 1 1/2 to 2 acres. Moderate price; easy terms. All modern improvements; other particulars at 51 Chambers Street, Room 1111.

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\$16,000. Owner leaving country will sell this charming Spanish style residence on a splendid plot surrounded by fine shade trees and abundant shrubbery. Residence contains central heating, electric lights, central vacuum, kitchen, bath, room, 3 master bedrooms, 2 baths, 2 porches and servants' quarters. The finest location in town of Montclair, in the midst of beautiful high priced homes. A rare opportunity to acquire a magnificent home.

Murdoch, Corp., Lackawanna, (Ph. 675 Mont.)

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